DOW CHEMICAL CO /DE/ Form 425 June 16, 2016

DowDuPont Merger of Equals Update

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Filed by The Dow Chemical Company
Pursuant to Rule 425 under the Securities Act of 1933,
as amended, and deemed filed pursuant to Rule 14a-12
under the Securities Exchange Act of 1934, as amended
Subject Company: The Dow Chemical Company;
E. I. du Pont de Nemours and Company
Commission File No.: 001- 03433

**SEC Disclosure Rules** 

Regulation

G

The attached charts include information that does not conform to generally accepted accounting principles (GAAP). Managem this data is meaningful to investors because it provides insight with respect to comparisons of the ongoing operating results of

the companies. These measures should not be

viewed as an alternative to GAAP measures of performance. Furthermore, these measures may not be consistent with similar reshould be read in conjunction with previously published reports by the respective companies on Forms 10-K, 10-Q, and 8-K. T GAAP measures to GAAP are available on our respective websites. Reconciliations of non-GAAP measures to GAAP are also Cautionary

Notes

on

Forward-Looking

#### Statements

This communication contains forward-looking statements within the meaning of the federal securities laws, including Section and Section 21E of the Securities Exchange Act of 1934, as amended. In this context, forward-looking statements often address performance and financial condition, and often contain words such as expect, anticipate, intend, plan, believe, expressions, and variations or negatives of these words. Forward-looking statements by their nature address matters that are, to different degrees, uncertain, such as

statements about the consummation of the proposed transaction and the anticipated benefits thereof. These and other forward-l consummate the proposed transaction or to make or take any filing or other action required to consummate such transaction on future results and are subject to risks, uncertainties and assumptions that could cause actual results to differ materially from those expressed in any forward-looking statements.

Important risk factors that may cause such a difference include, but are not limited to, (i) the completion of the proposed transa obtaining shareholder and regulatory approvals, anticipated tax treatment, unforeseen liabilities, future capital expenditures, re performance, indebtedness, financial condition, losses, future prospects, business and management strategies for the management expansion and growth of the new combined

company s operations and other conditions to the completion of the merger, (ii) the ability of Dow and DuPont to integrate the synergies, risks and costs and pursuit and/or implementation of the potential separations, including anticipated timing, any chain the potential separation if implemented, (iii) the intended separation of the agriculture, material science and specialty product mergers in one or more tax efficient transactions on anticipated terms and timing, including a number of conditions which could proposed transactions, including possible issues or delays in obtaining required regulatory approvals or clearances, disruptions in the financial markets or other potential

barriers, (iv) potential litigation relating to the proposed transaction that could be instituted against Dow, DuPont or their respet the proposed transaction will harm Dow s or DuPont s business, including current plans and operations, (vi) the ability of Do potential adverse reactions or changes to business relationships resulting from the announcement or completion of the merger, (viii) uncertainty as to the long-term value of

#### DowDuPont

common stock, (ix) continued availability of capital and financing and rating agency actions, (x) legislative, regulatory and economic developments, (xi) potential

business uncertainty, including changes to existing business relationships, during the pendency of the merger that could affect (xii) certain restrictions during the pendency of the merger that may impact Dow s or DuPont s ability to pursue certain busing unpredictability and severity of catastrophic events, including, but not limited to, acts of terrorism or outbreak of war or hostilithe aforementioned factors. These risks, as well as other risks associated with the proposed merger, are more fully discussed in

the joint proxy statement/prospectus included in

the Registration Statement filed with the SEC in connection with the proposed merger. While the list of factors presented here Registration Statement are, considered representative, no such list should be considered to be a complete statement of all potent present significant additional obstacles to the realization of forward looking statements. Consequences of material differences the forward-looking statements could include, among other things, business disruption, operational problems, financial loss, le which could have a material adverse effect on Dow s or DuPont s consolidated financial condition, results of operations, creat assumes any obligation to publicly provide revisions or updates to any forward looking statements, whether as a result of new information, future developments or otherwise,

should circumstances change, except as otherwise required by securities and other applicable laws.

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**SEC Disclosure Rules** 

**Important** 

Information

About

the

Transaction

and

Where

to

Find

It

In connection with the proposed transaction, DowDuPont

Inc. (f/k/a Diamond-Orion HoldCo, Inc.) ( DowDuPont ) has filed with the Securities and Exchange Commission ( SEC ), and the SEC has declared effective on June 9, 2016, a registration statement on Form

S-4 (File No. 333-209869) (as amended, the Registration Statement ) that

includes a joint proxy statement of The Dow Chemical Company ( Dow ) and E. I. du Pont de Nemours and Company ( Dul DowDuPont. Dow, DuPont and DowDuPont

may also file other documents with the SEC regarding the proposed transaction. This document is not a substitute for the joint proxy statement/prospectus or Registration Statement or any other document which Dow, DuPont or DowDuPont may file with the SEC. INVESTORS AND SECURITY HOLDERS

OF DOW AND DUPONT ARE URGED TO READ THE REGISTRATION STATEMENT, THE JOINT PROXY STATEMING FILED OR WILL BE FILED WITH THE SEC, AS WELL AS ANY AMENDMENTS OR SUPPLEMENTS TO THESE DOCONTAIN IMPORTANT INFORMATION ABOUT THE PROPOSED TRANSACTION AND RELATED MATTERS. Invectories of the Registration

Statement, the joint proxy statement/prospectus and other documents filed with the SEC (when available) by Dow, DuPont and through the web site maintained

by the SEC at www.sec.gov

or by contacting the investor relations department of Dow or DuPont at the following:

Dow

DuPont

2030 Dow Center

974 Centre Road

Midland, MI 48674

Wilmington, DE 19805

Attention: Investor Relations

Attention: Investor Relations:

1-989-636-1463 1-302-774-4994

Participants

in

the

Solicitation

Dow, DuPont, DowDuPont

and their respective directors and executive officers may be deemed to be participants in the solicitation of proxies in respect of transaction. Information regarding Dow is directors and executive officers, including a description of their direct interests, by Dow is Form 10-K for the year ended December 31, 2015, its proxy statement filed on April 1, 2016 and the joint proxy statement Registration Statement filed on June 7, 2016, which are filed with the SEC. Information regarding DuPont is directors and executive officers, including a description of their direct interests, by security holdings or otherwise, is contained in DuPont in Form 10-K for the year ended December 31, 2015 the joint proxy statement/prospectus of DuPont contained in the Registration Statement filed on June 7, 2016, which are filed with the SEC. A more complete description is

available in the Registration Statement and the joint proxy statement/prospectus.

#### No Offer or Solicitation

This communication is not intended to and shall not constitute an offer to sell or the solicitation of an offer to sell or the solicitation of any vote of approval, nor shall there be any sale of securities in any jurisdiction in which such offer, solicitation qualification under the securities laws of any such jurisdiction. No offer of securities shall be made except by means of a prosp the Securities Act of 1933, as amended.

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DowDuPont Merger Creates Significant Shareholder Value Vote FOR
Proposals 1, 2 & 3 at Special Meeting of Stockholders
Speed to Close Merger, Speed to Capture Synergies, Speed to Complete Spins
Strong Governance
Exceptional Leadership
Three Industry-Leading Businesses
Highly-synergistic merger with 3 intended spins

Tax-Efficient Structure

\$3B of Cost Synergies

Opportunity for \$1B of Growth Synergies

Close

2H16

Close

2H16

Signed

12/11/15

Signed

12/11/15

Share-

holder

Vote

Dow:

7/20/16

DuPont: 7/20/16 Shareholder Vote Dow: 7/20/16 DuPont: 7/20/16 S-4 Filing Effective 6/9/16 S-4 Filing Effective 6/9/16 Hart-Scott-Rodino Filing Filed on 1/27/16 Hart-Scott-Rodino Filing Filed on 1/27/16 **ROW** Competition Filings 2Q16/ 3Q16 In process ROW Competition Filings 2Q16/ 3Q16 In process Complete Spins 1

Complete Spins 1 Stand

Up SpinCos Significant Progress on Execution of Planned Merger of Equals 4Q15 2016 2017-2018 Drive close of transaction Prepare to operate MergeCo Operation of public MergeCo Prepare for intended spins Spin as soon as possible Capture >\$3B of cost synergies Plan to operate three business portfolios & ensure synergy capture Achieve 100% run-rate <24 mo. after close 1. Subject to DowDuPont Board Approval. Each Company s Planning Teams are Making Progress to Expedite Synergy Capture Upon Merger Closing; Carve-out Financial Work Underway

DowDuPont Merger Creates Significant Shareholder Value
Vote FOR
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# Governance Highlights

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Advisory Committees to be established for each of the intended companies: Agriculture, Material Science and Specialty Products at time of merger closing

#### Breen

to be responsible for establishment, integration and operation of Agriculture and Specialty Products

Liveris to be responsible for the establishment, integration and operation of Material Science

In these roles, both Liveris and Breen will report to the Board of Directors

Andrew N. Liveris to be named Executive Chairman with focus on Material Science

Edward D. Breen to be named CEO with focus on Agriculture and Specialty Products

Breen and Howard Ungerleider are collectively responsible for DowDuPont s financial oversight

Combined Board of Directors to have 16 directors, consisting of eight current Dow directors and eight current DuPont directors, including Breen and Liveris, and two independent co-lead directors
Intended Separation into Three Companies
Merged Entity

Advisory Committees: Structure & Responsibilities 8

Advisory Committee responsibilities:
Sole authority to approve any changes to the scope of its associated business by an affirmative vote of the majority of the members of such committee;
Develop capital structure in accordance with the DowDuPont bylaws;
Name CEO and leadership teams; and Provide monthly status updates to DowDuPont Board on progress of intended spins

Advisory Committee decisions generally subject to override by vote of greater than 66 2/3 of DowDuPont board

Committees will remain in place for a minimum of 2 years post merger or until intended separation; anticipated that committee members will become Board members of the separated entities

DowDuPont board will establish Advisory Committees for the Agriculture, Material Science and Specialty Products businesses

Executive Chairman and CEO of DowDuPont will serve on each committee

Ag committee will also include certain DowDuPont board members that are DuPont continuing directors and certain DuPont directors serving ex-officio

Material Science committee will also include certain DowDuPont board members that are Dow continuing directors and certain Dow directors serving ex-officio

Specialty Products committee will also include certain members of the legacy Dow and DuPont boards as agreed on by the Executive Chairman and CEO of DowDuPont Responsibilities
Structure

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8 Dow-Designated Continuing Directors
DowDuPont s
Board Structure
9
8 DuPont-Designated Continuing Directors
Jeff Fettig
1
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CEO of Whirlpool Corp.

Experience in international business operations, manufacturing, marketing, sales and distribution

Experience in consumer dynamics, branded consumer products, end-user markets/servicing

Lead Director of Dow Board since 2011 Andrew Liveris

Executive Chairman of DowDuPont

Chairman & CEO of Dow for 12 years, driving strategic transformation

Extensive global business and leadership experience

Involvement with business, public policy, & int 1 orgs (Business Roundtable, U.S. Business Council, President s Advanced Mfg
Partnership, President s Export Council)

Additional

public

company

board

experience

(director

of

International

**Business** 

Machines

Corp.,

trustee

of

California Institute of Technology)

Alexander Cutler

1

Retired Chairman & CEO of Eaton

Expertise in global business management, finance, marketing and supply chain and logistics experience

Current board member of KeyCorp, The Greater Cleveland Partnership, United Way Services of Greater Cleveland, and the Musical Arts Association

Lead Director of DuPont since 2012 Edward Breen

#### CEO of DowDuPont

Expertise in global business, portfolio management, business transformation, executive leadership and finance

Member of the Advisory Board of New Mountain Capital LLC

Current Chairman of Tyco International and director of Comcast Corporation

Held numerous senior management positions at Tyco,

Motorola, and General Instrument Corp

6 Additional Current Dow Directors

(to be announced prior to Close)

6 Additional Current DuPont Directors

(to be announced prior to Close)

**Board Committees** 

Ag Co.

Advisory

Committee

Material Co.

Advisory

Committee

Spec. Products

Co. Advisory

Committee

Members

Breen & Liveris, plus DuPont Board members

Members

Liveris & Breen, plus Dow Board members

Members

Breen

&

Liveris,

plus

certain

members

of

legacy

Dow &

DuPont

boards

as

agreed

by

Exec

Chairman

&
CEO of
DowDuPont
DowDuPont Board of Directors
1.
Merger
Agreement
provides
that
the
Lead
Director
from
each
of
Dow
and
DuPont
will
be
co-lead
directors
on
the
DowDuPont
board,
and
these
positions are currently held by Jeff Fettig at Dow and Alexander Cutler at DuPont. 2.
To be established per the bylaws; however, not a required committee under SEC/NYSE rules.
Audit Committee
Compensation
Committee
Governance
Committee
Environment, Health,
Safety & Technology
Committee
2
Expect equal
representation
from heritage
Dow and
DuPont

DowDuPont Merger Creates Significant Shareholder Value
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Spins
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Three Industry-Leading Businesses
Highly-synergistic merger with 3 intended spins

Tax-Efficient Structure

\$3B of Cost Synergies

Opportunity for \$1B of Growth Synergies

DowDuPont Leadership Overview 11 Lean core accountable for delivering value from the merger and intended spins Key activities include:

Governance

Financial Reporting

Government & Public Relations

**Investor Relations** 

Andrew Liveris

**Executive Chairman** 

Ed Breen

CEO

Howard Ungerleider

CFO

Jim Fitterling

COO, Material Science

Charles Kalil

Special Counsellor to Exec. Chairman &

General Counsel, Material Science

Stacy Fox

General Counsel

Jim Collins

COO, Agriculture

Marc Doyle

COO, Specialty Products

Howard Ungerleider CFO

Vice Chairman and CFO of The Dow Chemical Company

Executive oversight for Dow s Corporate Strategy Development and Planning, Finance, Information Technology & Business Services, as well as Dow AgroSciences and Dow Corning Played a key role in developing and executing Dow s strategy to drive higher and more consistent earnings

Joined Dow in 1990; career has spanned a wide variety of commercial, business, financial, geographic, functional and enterprise-level leadership roles

Ungerleider chairs Member's
Committees of Dow AgroSciences
and Dow Corning; serves on the
Boards of Directors of Wolverine
Bancorp (NASDAQ: WBKC), Dow
Corning Corporation, Mid-Michigan
Baseball Foundation, and Keep
America Beautiful; and serves on the
executive committee of the Business
Leaders for Michigan business
roundtable
Howard Ungerleider
CFO

Vice Chairman and CFO of The Dow Chemical Company

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Ungerleider chairs Member's Committees of Dow AgroSciences and Dow Corning; serves on the Boards of Directors of Wolverine Bancorp (NASDAQ: WBKC), Dow

Corning Corporation, Mid-Michigan
Baseball Foundation, and Keep
America Beautiful; and serves on the
executive committee of the Business
Leaders for Michigan business
roundtable
Proven Business Leaders With Broad and Deep Experience
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Jim Collins
COO, Agriculture

Executive Vice President of DuPont

Executive oversight for DuPont s Agriculture segment, which includes the DuPont Pioneer and Crop Protection businesses, as well as Safety, Health, Environment and Sustainability

Led the acquisition and integration of Danisco in 2011

Joined DuPont in 1984 and has held numerous positions within engineering, sales & marketing and business management; has had senior management responsibility for a number of businesses including Crop Protection, Industrial Biosciences, Performance Materials and Electronics & Communications

Serves on the boards of CropLife
Int 1, Grocery Manufacturers Assoc.,
U.S. China Business Council,
Christian Brothers University, Hagley
Museum and Library, executive
board of the Chester County Council
Boy Scouts of America, and advisory
board of University of Delaware
(College of Business & Economics)
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Christian Brothers University, Hagley
Museum and Library, executive
board of the Chester County Council
Boy Scouts of America, and advisory
board of University of Delaware
(College of Business & Economics)
Marc Doyle
COO, Specialty Products

Executive Vice President of DuPont

Executive oversight for DuPont s Electronics & Communications, Industrial Biosciences, Nutrition & Health, Performance Materials, Protection Solutions and Sustainable Solutions businesses

Began his career at DuPont in 1995 as a research scientist and held numerous positions in business management, including strategic planning manager, regional business director and global business director within the Electronics & Communications segment

Served as president of DuPont

Protection Technologies and led the restructuring of the Safety & Protection segment into Protection Solutions

Member of the American Chemical Society and the Electrochemical Society Marc Doyle COO, Specialty Products

Executive Vice President of DuPont

Executive oversight for DuPont s Electronics & Communications, Industrial Biosciences, Nutrition & Health, Performance Materials, Protection Solutions and Sustainable Solutions businesses

Began his career at DuPont in 1995 as a research scientist and held numerous positions in business management, including strategic planning manager, regional business director and global business director within the Electronics & Communications segment

Served as president of DuPont Protection Technologies and led the restructuring of the Safety & Protection segment into Protection Solutions

Member of the American Chemical Society and the Electrochemical Society Jim Fitterling COO, Material Science

President & COO of The Dow Chemical Company

Executive oversight for all of Dow s businesses excluding Dow AgroSciences; oversees Dow s operations including Environment, Health & Safety and Sustainability, Manufacturing and Engineering, and

Supply Chain, as well as Research & Development

Led the divestiture of Dow Chlorine Products in a Reverse Morris Trust (RMT); sold Dow s direct ownership interest in MEGlobal; began the start-up of Dow s significant investments on the U.S. Gulf Coast

Joined Dow in 1984; career has spanned a wide variety of commercial, business, financial, geographic, functional and enterprise-level roles

Fitterling is a member of the Board of Directors of Chemical Financial Corporation and a member of the Board of Directors of Sadara Chemical Company
Jim Fitterling
COO, Material Science

President & COO of The Dow Chemical Company

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of Directors of Chemical Financial Corporation and a member of the Board of Directors of Sadara Chemical Company

DowDuPont Merger Creates Significant Shareholder Value
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Speed to Close Merger, Speed to Capture Synergies, Speed to Complete
Spins
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Three Industry-Leading Businesses
Highly-synergistic merger with 3 intended spins

Tax-Efficient Structure

\$3B of Cost Synergies

Opportunity for \$1B of Growth Synergies

# Pro Forma Financials (2015)

14

Net Sales

- ~\$49B
- ~\$25B
- ~\$74B

Adjusted EBITDA

- ~\$10B
- ~\$5B
- ~\$15B

Adjusted EBITDA

margin %

- ~20%
- ~20%

~20% **Dividend Policy** 45% of Net Income 25-45% of Cash from Operations Consistent with Current Policies at Both Companies Credit Rating BBB/Baa2/BBB A-/A3/A Targeting an Investment **Grade Credit Rating** Net Debt \$8.6B \$2.6B \$13.5B 3 Pro Forma DowDuPont Plus Total Expected Cost Synergies of ~\$3 Billion Source: Based on Dow and DuPont s financial information as reported in each company s 2015 Form 10-K filing. 1. The summary pro forma financial information, based on Amendment No. 3 to the Form S-4 filed on June 7, 2016, presented

for

illustrative purposes only and is not

necessarily indicative of the future operating results or financial position of the combined company. Refer to appendix for reconstance S&P/Moody s/Fitch. S&P and Fitch have placed DuPont s long-term ratings on negative watch and Moody s has placed Dusum due to pro formated adjustments based on the Form S-4 filed on March 1, 2016. Amounts are based on information as of December 1.

Creates Global Leaders Based on Strong Industrial Logic

15

Note: Numbers may not sum due to rounding.

1.Based on Dow and DuPont s Net Sales as reported in each company 2015 Form 10-K filing. Adjusted Net Sales includes r Silicones businesses in 2015. 2. Refer to slide 26 in the appendix for definition of Adjusted EBITDA for Dow and DuPont as June 7, 2016. 3. Allocates Dow and DuPont Ag segment sales by business. 4. Includes Dow Corning Silicones businesses. 5. DuPont Electronics and Communications and Dow Electronic Materials.

Attractive Investment Profiles with Stronger Product Offerings to Better Serve Customers

Agriculture Net Sales: ~\$16B Adj. EBITDA: ~\$3B Material Science Net Sales: ~\$46B Adjusted Net Sales: ~\$51B Adj. EBITDA: ~\$10B **Specialty Products** Net Sales: ~\$12B Adj. EBITDA: ~\$3B Performance **Plastics** Performance Materials & Chemicals Crop Protection Seeds & **Traits** 3 Electronics & Communications Protection Solutions Nutrition & Health

Industrial

Biosciences

Consumer

Solutions &

Infrastructure

Solutions

4

#### INDUSTRY LEADERS FOCUSED ON CORE COMPETENCIES

Broad offering and robust pipeline across germplasm, biotech traits and crop protection Low-cost integration and innovation combined with expanded customer offerings in key growth sectors World-class innovation process and application development capabilities

Ag Co: World-Leading, Comprehensive Agriculture Business Most Comprehensive and Diverse Seed and Crop Protection Portfolio 16

World s leading production agriculture business with most comprehensive, balanced and diverse seed and crop protection portfolio with exceptional opportunity for growth

Rich history and sustainable commitment to production agriculture focused on delivering solutions to growers around the world

Robust innovation pipeline of germplasm, biotech traits and crop protection

technologies that enable the delivery of a broader suite of stronger products to the market

Enhanced scale and multiple routes-to-market allow broader reach of complementary offerings and enable deeper customer intimacy that will drive increased grower productivity and profitability globally Combines Portfolios of Leading Products With Strong Capabilities Driving Future growth

Seed Brands

**Traits** 

Insecticides

Herbicides

**Fungicides** 

Other Emerging

Technologies

Advanced Technologies

Specalty

Insect

Control

Prtfolio

Sulfonylureas

Indoxacarb

Pyroxsulam

Picoxystrobin

1

1. This product is fully approved in the U.S. and Canada. Traits included in these products may or may not be approved in all global markets.

Material Co: Low-Cost Integration & Value-Added Innovation Underpinned by Operational and Commercial Excellence

Ethylene

Propylene

High-Throughput

Research

Polymer Science

Material Science

Formulation

Sciences

**Process Engineering** 

NARROWER, DEEPER END

MARKET PRESENCE

ADVANTAGED

**BACK-INTEGRATION** 

WORLD-CLASS SCIENCE AND

**ENGINEERING CAPABILITIES** 

**High-Performance** Computer Modeling **Packaging** 

**Transportation** 

Energy/Water

Consumer

Infrastructure

Durables & Industrial

Catalyst Discovery

& Ligand Synthesis

**Application Development** 

Packaging

Transportation

Infrastructure

A leader in thermoplastics, elastomers, finished parts and biopolymers

One of the world s largest packaging materials suppliers

A leading global provider to the electrical and telecommunications industry

A leader with broad portfolio of solutions, spanning under the hood, exteriors and in the car

A leader in OEM glass bonding, aftermarket glass bonding, structural bonding and brake fluids

#2 position in rubber-to-metal bonding and polyurethane systems applications for tier suppliers

A leader in silicones for sealing, specialty lubrication and bonding

A leader in lightweighting platforms for transmissions, driveline and structural bonding

Greatest breadth of acrylic chain technologies, including industry-leading positions in acrylic binders, HEUR rheology modifiers, dispersants and opaque polymers

A leader in extruded polystyrene foam insulation and cellulosic-based construction chemical additives

A leader in one-component foams in retail and acrylicbased construction chemicals in North America

A leader in silicone sealants, coatings, adhesives & glazing

~85%

OF

**REVENUE** 

**FOCUSED** 

IN

THREE

KEY

**END** 

**MARKETS** 

Silicones

17

-			
	lectr	011	00

Unique businesses that share similar investment characteristics and focus on specialty products

Core strengths in product innovation and application development: Clear capital allocation focus and strong product pipelines

Strong portfolio of differentiated offerings: Highly technical, knowledge-intensive businesses with attractive margins

Leading brands and customer intimacy: Tyvek®, Kevlar®, Nomex®, Corian®, Kapton®, Tedlar®, Danisco® and Genencor®

Scale across portfolio: Global leadership in each business segment

Cultures & probiotics

Texturants & ingredient systems

**Emulsifiers** 

Soy proteins

Solar PV materials
CMP pads
Lithographic materials
Metallization materials
Flexible circuit materials
Industrial enzymes
Biomaterials (Sorona® and Bio-PDO)
Advanced biofuels
Aramid fibers & paper
Protective garments
Solid surface materials
Non-woven films Industrial Biosciences Protection Solutions Nutrition & Health Key Global Consumer Needs Driving Company Growth Renewable energy and materials Protection and sustainable development Connectivity and functionality Improved health and wellness Specialty Products Co: Focused on Attractive Secular Growth End-Markets Where Innovative Science Capabilities Provide Clear Competitive Advantage Applications of Industrial Biotechnology Across Markets
New Display Technologies
Higher Efficiency PV Modules
Heat Dissipation & Thermal Management in Electronics
Next-Gen Polymers for Demanding Applications

Tyvek® in Filtration and Water Management

Probiotics & Prebiotics

**Systems Solutions** 

Healthy Offerings for Emerging Geographies

**Probiotics for Animal Nutrition** 

New Enzymes for Food, Home & Personal Care

Specialty Apparel Applications Leading Positions 18 Growth Opportunities

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\$3B of Cost Synergies

Opportunity for \$1B of Growth Synergies

Synergy Planning Progress To-Date Confirms a Minimum of \$3 Billion of Cost Synergies 20

Dec-2015: Initial synergy analysis conducted based on top-down assumptions

Jan-2016: Multiple joint teams commissioned to develop bottoms-up synergy targets and execution-ready plans

Jan-2016: McKinsey hired as

neutral third-party to assess synergy targets based on bestin-class benchmarks Mar-2016: McKinsey benchmarking confirmed \$3B cost synergy target as minimum In process: Execution-ready playbook to achieve greater than \$3B of cost synergies Total Cost Synergies of ~\$3 Billion Note: Numbers may not sum due to rounding. 1. One -time integration costs. **Total Cost Synergies** ~\$3B Total **Growth Synergies** ~\$1B **Total Synergies** ~\$4B Costs to Achieve \$3.5B -\$4.1B 100% of Run-Rate Cost Synergies Achieved within the First 24 Months from Transaction Closing ~\$1.3B ~\$1.5B ~\$0.3B **Specialty Products** Material Science Agriculture ~\$3B ~40% ~30% ~20% ~10% **COGS** SG&A Leveraged Services R&D Total DowDuPont Synergies Cost Synergies by Business

Cost Synergies by Function

~\$3B 31

We are Taking a Joint Approach to Integration 21
Master
Planning
Architect integration and coordinate Day 1 planning
Change Management
& Communications
Support change management and design communication programs
Value
Capture Planning
Deliver \$3B+ of synergies
Organization

Design

Support each SpinCo to build

an organization tailored to

its strategy

**Steering Committee** 

Accountable to shareholders to deliver value from the merge/spins

according to the merger agreement

Ed Breen, Chairman & CEO

Stacy Fox, SVP & General Counsel

Nick Fanandakis, EVP & CFO

Rick

Olson,

**SVP** 

Corporate

Services

Andrew N. Liveris, Chairman & CEO

Charles Kalil, General Counsel & EVP

Howard Ungerleider, Vice Chairman & CFO

Jim Fitterling, President & COO

Joint Integration Management Office (JIMO)

Provide guidance and support to both the businesses and functions of Dow and DuPont in preparation for Day 1 of the combined company and in standing up the intended three strong, independent companies thereafter

## \$1.3B of Agriculture Cost Synergies

22

~\$10B

~\$6B

Note: Numbers may not sum due to rounding.

1. Based on Dow s and DuPont s Net Sales as reported in each company s 2015 Form 10-K filing.

INDUSTRY LEADERS FOCUSED

ON CORE COMPETENCIES

Agriculture Net Sales: ~\$16B

1

Agricultural Sciences

Agriculture

Headquarters: Wilmington, Delaware

Credit Profile: Generally consistent with DuPont profile as of Dec. 11, 2015

**Cost Synergies:** 

Capitalize on DuPont s industry leading seed production processes to enhance field efficiencies and lower unit production costs

Strategically optimize current production capacity and footprint

Common crop protection chemistries to drive productivity and scale advantage for capacity and site optimization

Global manufacturing optimization of synthesis and formulation operations

Utilizing world-class capabilities in R&D to rationalize and prioritize spending as it relates to breeding, biotechnology and discovery programs

Streamline back office operations, including IT, customer service and credit

Global optimization of R&D

Optimize sales & marketing footprints and go-to-market globally Growth Synergies:

Enhance customer value proposition through broader choice of offerings

Combine technologies and develop new formulations to provide a broad choice of products to customers globally

Utilize DuPont s advantaged direct to grower and both company s distributor/retail routes-to-market to access larger planted area and expanded customer base

Drive broader, deeper multi-brand and product strategies to increase cross-sell opportunities

World s leading production agriculture business with most comprehensive, balanced and diverse seed and crop protection portfolio with exceptional opportunity for growth

Robust innovation pipeline of germplasm, biotech traits and crop protection technologies that enable the delivery of a broader suite of stronger products to the market

Enhanced scale and multiple routes-to-market allow broader reach of complementary offerings and enable deeper customer intimacy that will drive increased grower productivity and

profitability globally

\$1.5B of Material Science Cost Synergies

23

~\$5B

~\$46B

Low-cost integration & innovation combined with expanded customer offerings in key growth sectors

One of the world s largest packaging materials suppliers

A leader in thermoplastics, elastomers, finished parts and biopolymers

A leader in silicone sealants, coatings, adhesives

& glazing

Material Science

Net Sales: ~\$46B

1

Adjusted Net Sales: ~\$51B

1

Performance Plastics

Performance Materials

& Chemicals

**Infrastructure Solutions** 

**Consumer Solutions:** 

-

Consumer Care

-

Dow Auto. Sys.

Performance Materials

INDUSTRY LEADER FOCUSED

ON CORE COMPETENCIES

Headquarters:

Midland, Michigan

Credit Profile:

Generally consistent with Dow profile as of Dec. 11, 2015

Cost Synergies:

Optimize selling and administrative costs and eliminate redundancies in cost structure

Realize efficiencies from applying Dow s advantaged feedstock flexibility in the olefins chain to DuPont s Performance Materials business to drive towards lowest cost production

Integrate regional ethylene supply positions and leverage Dow s pipeline and storage infrastructure

Apply Dow s world-class cracker operating excellence and depth across incoming assets to reduce fixed costs

Optimize product development and commercial footprint to serve customers more cost effectively

Growth Synergies:

Capitalize on Dow's industry leading olefins integration by channeling excess

product supply (e.g., ethylene) to drive incremental production and growth where spare production capacity is available to meet demand particularly in the U.S. and Europe

Driving better energy efficiency in construction applications by offering customers a more complete suite of insulation solutions through the combination of technologies and products

Generating broader suite of value-added products in each automotive system, boosting solution selling opportunities for customers to address fuel efficiency, GHG emissions and safety regulations

Note: Numbers may not sum due to rounding.

1. Based on Dow s and DuPont s Net Sales as reported in each company s 2015 Form 10-K filing. Adjusted Net Sales inclu Corporation Silicones businesses in 2015

Dow Corning:

CS

Silicones

IS

Silicones

```
$300MM of Specialty Products Cost Synergies
24
~$10B
~$2B
Specialty Products
Net Sales: ~$12B
1
Specialty Products
Net Sales: ~$12B
1
Electronics &
Communications
Safety & Protection
```

Nutrition & Health Industrial Biosciences Consumer Solutions:

\_

Dow Electronic

Materials

Note: Numbers may not sum due to rounding.

1. Based on Dow s and DuPont s Net Sales as reported in each company s 2015 Form 10-K filing.

INDUSTRY LEADERS FOCUSED

ON CORE COMPETENCIES

Focused on attractive secular growth end-markets where innovative science capabilities offer a clear competitive advantage

Asset lite/high touch: Value added businesses driven by secular trends in consumer spending

Leading brands and customer intimacy: Tyvek®, Kevlar®, Nomex®, Kapton® and Tedlar® Headquarters: Wilmington, Delaware Credit Profile: Investment Grade

Cost Synergies:

Integrate Dow Electronic Materials and DuPont Electronics & Communications laboratory facilities and technology presence

Consolidate each parties Electronics organization into one streamlined business unit structure, optimizing management, sales & marketing, supply chain and back office functions

Optimize purchasing opportunities in Electronics, particularly regarding precious metals procurement and critical raw materials and indirect materials

**Growth Synergies:** 

Build a significantly broader toolkit in semiconductor and advanced packaging segments that will lead to accelerated growth in electronics endmarkets

Channel DuPont s next-generation display technologies through Dow s strong sales channel

Build upon Dow and DuPont s products and application expertise to develop enhanced metallization technologies for higher-efficiency crystalline Si solar cells

Optimize route-to-market between Material Science Company and Tyvek® enterprise to drive growth in key end-markets

Appendix

#### Adjusted EBITDA Definition

Adjusted EBITDA, as noted on slide 15 within this presentation, is based on the historical measures of segment profit/loss, EB and segment operating earnings for DuPont, reported in each company s respective 2015 Form 10-K filing. These measures we to exclude certain items for Dow and to exclude segment depreciation and amortization for DuPont.

Dow uses EBITDA (which Dow defines as earnings (i.e., Net Income ) before interest, income taxes, depreciation and amor measure of profit/loss for segment reporting purposes. EBITDA by operating segment includes all operating items relating to t items that principally apply to Dow as a whole are assigned to corporate. Additional information regarding Dow s operating segment includes all operating items relating to t items that principally apply to Dow as a whole are assigned to corporate. Additional information regarding Dow s operating segment includes all operating items relating to t items that principally apply to Dow as a whole are assigned to corporate. Additional information regarding Dow s operating segment includes all operating items relating to t items that principally apply to Dow as a whole are assigned to corporate. Additional information regarding Dow s operating segment includes all operating items relating to t items that principally apply to Dow as a whole are assigned to corporate. Additional information regarding Dow s operating segment includes all operating items relating to the items of the consolidated in the consolidated in

Form 10-K.

As its measure of segment profit/loss, DuPont uses segment operating earnings which DuPont defines as income (loss) from cooperations before income taxes excluding significant pre-tax benefits (charges), non-operating pension and other postretirement benefit costs, exchange gains (losses), corporate expenses and interest. Non-operating pension and other postretirement employ benefit

costs includes all of the components of net periodic benefit cost from continuing operations with the exception of the service component. Additional information related to significant pre-tax benefits (charges) excluded from segment operating earnings

reconciliation of segment operating earnings to income from continuing operations before income taxes is included in Note 22 Consolidated Financial Statements in DuPont s 2015 Form 10-K.

Specialty Products adjusted EBITDA includes costs associated with the cellulosic biofuel facility in Nevada, Iowa, while all other earnings

and costs associated with DuPont s non-aligned businesses and pharmaceuticals are excluded from adjusted EBITDA of each Specialty Products adjusted EBITDA includes results of Dow Electronic Materials.

Adjusted EBITDA may not be indicative of the future performance of the businesses of the combined company after the consulof

the mergers or of any intended business separation transaction and does not include the impact of any anticipated cost synergies or growth

synergies.

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#### **DuPont Non-GAAP Reconciliations**

27

# RECONCILIATIONS OF ADJUSTED EBITDA TO CONSOLIDATED INCOME STATEMENTS (dollars in millions)

2015

Income from continuing operations before income taxes

2,591

Ф

Add: Significant items (benefit) charge before income taxes

(1)

453

Add: Non-operating pension/OPEB costs

397

Operating earnings before income taxes

3,441

\$

Less: Net income attributable to noncontrolling interests

6

Add: Interest expense

322

Add: Depreciation and amortization 1,338

Adjusted EBITDA from operating earnings 5,095

(1) See Schedule B to DuPont's earnings news release for the fourth quarter and full year 2015 as furnished to the SEC on Form 8-K on January 26, 2016.

Dow Non-GAAP Reconciliations

28

**EBITDA** Reconciliation

2015

Net Income Attributable to The Dow Chemical Company

\$ 7,685

+

Net

Income

Attributable

to

Noncontrolling

Interests

98

+ Provision for Income Taxes

2 147

Income Before Income Taxes

\$ 9,930

+ Depreciation and Amortization

Interest Income
71
+ Interest expense and amortization of debt discount
946
Earnings before interest, income taxes, depreciation and amortization (EBITDA)
\$ 13,326
Total Certain Items included in EBITDA
1
3,730
Operating EBITDA (non-GAAP)
\$ 9,596
RECONCILIATIONS OF OPERATING EBITDA
(dollars in millions)

(1) For a complete list of certain items, see Dow s quarterly earnings releases